



# VINOD KOTHARI CONSULTANTS P. LTD

-CONSULTANCY & TRAINING SERVICES

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VINOD KOTHARI CONSULTANTS

Kolkata | Delhi | Mumbai



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# About Us

- We would like to take up this opportunity to introduce our organisation, Vinod Kothari Consultants Private Limited (VKCPL) as a premier strategic financial consultancy organisation.
- We are retainers to some of the most prominent names in the financial services industry like -IRFC, Tata Capital, HDFC, Home Credit, SREI, Magma etc.
- VKCPL has been in existence for nearly 30 years, and is currently operating out of offices in Kolkata, Mumbai and Delhi, with a specialized team consisting of MBAs, CFAs, CAs and company secretaries.
- We are headed by Mr. Vinod Kothari who is internationally recognized as an author, trainer and consultant on specialized financial subjects, viz., leasing, housing finance, securitisation, credit derivatives, accounting for financial instruments, structured finance, banking regulations etc. He has been engaged by various government and multilateral organisations for various financial projects, both in India and abroad.

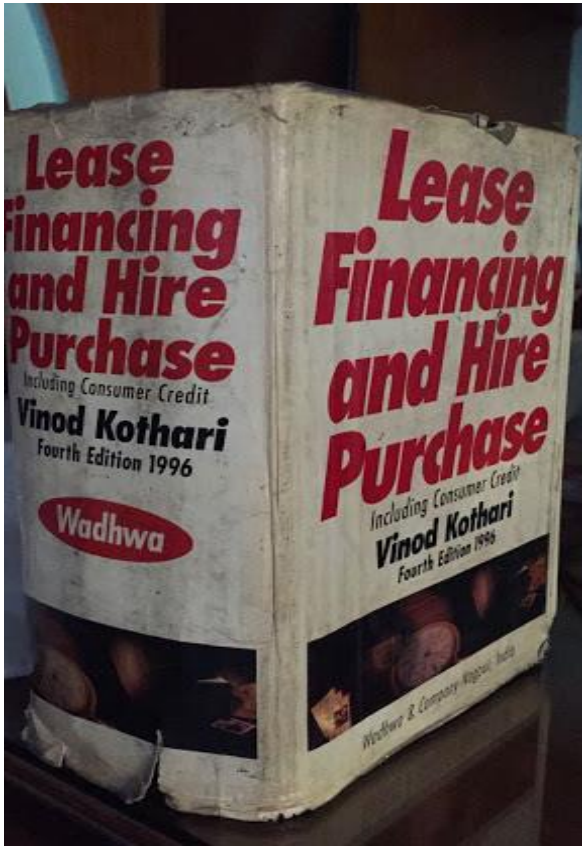
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# Our Activities, Services and Experience

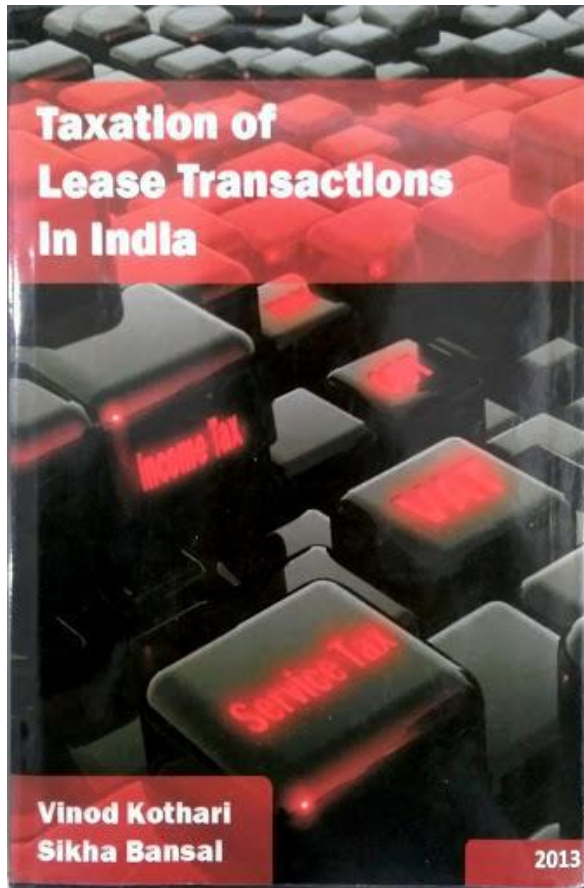
## Our areas of expertise:

- Asset backed lending and leasing
- Secured lending
- Micro finance
- Securitisation
- Accounting for Financial Instruments
- Housing Finance, mortgage lending, affordable housing, etc.
- Credit derivatives, other OTC derivatives, derivatives valuation, structured finance, derivatives accounting
- Asset reconstruction companies

## Consulting assignments in the field of leasing, asset based financing, secured lending, microfinance, etc.



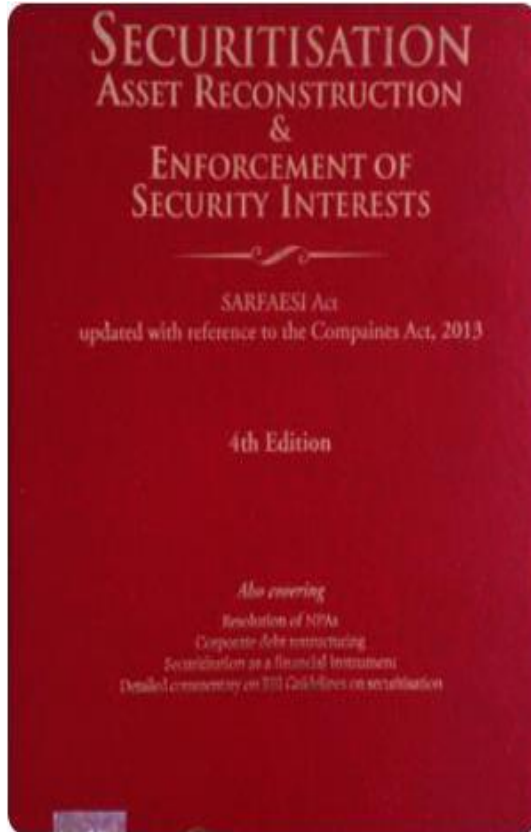
- Over the last 30 years, we have been engaged by every significant name in the field of asset based finance
  - Including State Bank of India, Canara Bank, Indian Railway Finance Corporation, ICICI, HDFC, Kotak Mahindra, Development Credit Bank, Tata Finance Ltd., Apple Industries Limited, SREI Group, Magma Group etc.
  - Besides some of the top names in Indian leasing including banks and financial corporations, we have leasing clients in Bangladesh, Sri Lanka, Zambia, Jordan, Egypt, South Africa etc.
- We have acted as retainer to Citibank for their asset-backed finance business.
- We have provided active consulting support to GE Capital, the world's largest non-banking leasing company.
- We are engaged on consulting in operating leasing for a telecom hardware company, which is the largest in its field in India.
- We have acted as a consultant to Infosys Technologies to prepare functional requirements for a comprehensive IT solution for leasing transactions.
- We have also been associated with Cognizant for providing consultancy for leasing transactions.



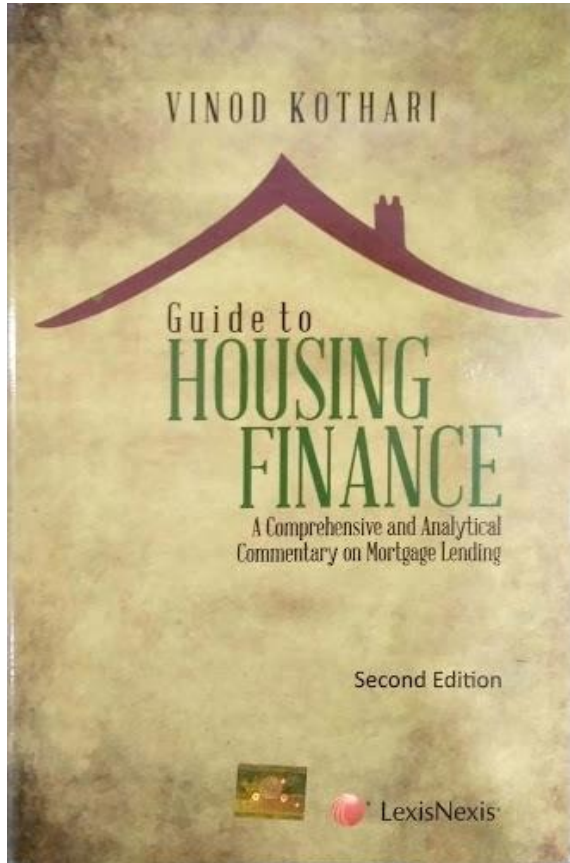
Mr. Kothari is one of the directors of Association of Leasing and Financial Services Cos., India. This is a body of top leasing companies in the country.

- Our tome is the most authentic source of know how on the subject in the sub-continent over the last 35 years.
- We are known in the country for number one position as consulting in the matter of leasing and asset based funding.
- Leasing and non-banking financial services have been our consulting area for last 30 years.
- To provide intellectual inputs on leasing and asset backed funding, we have also put up a section of our website, which can be viewed here <http://vinodkothari.com/leasart/>

## Consulting assignments in securitisation, mortgage lending, affordable housing, etc :



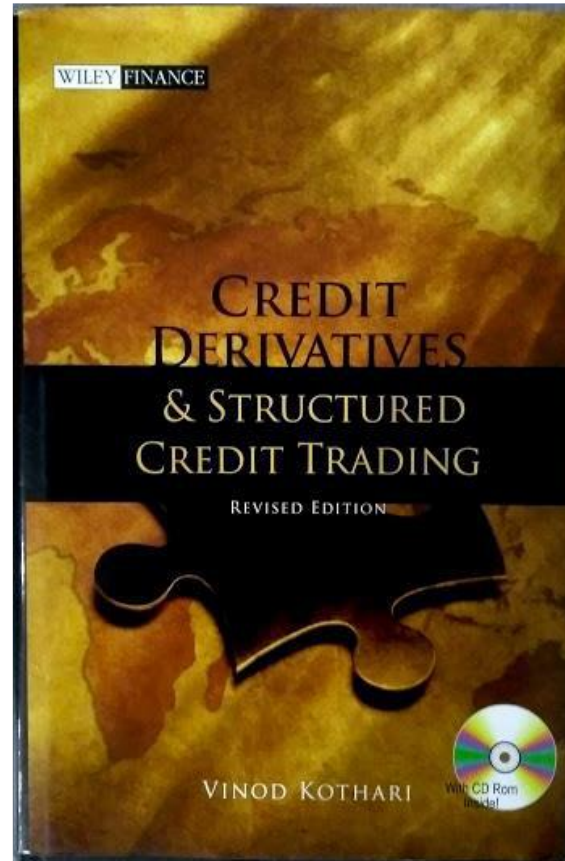
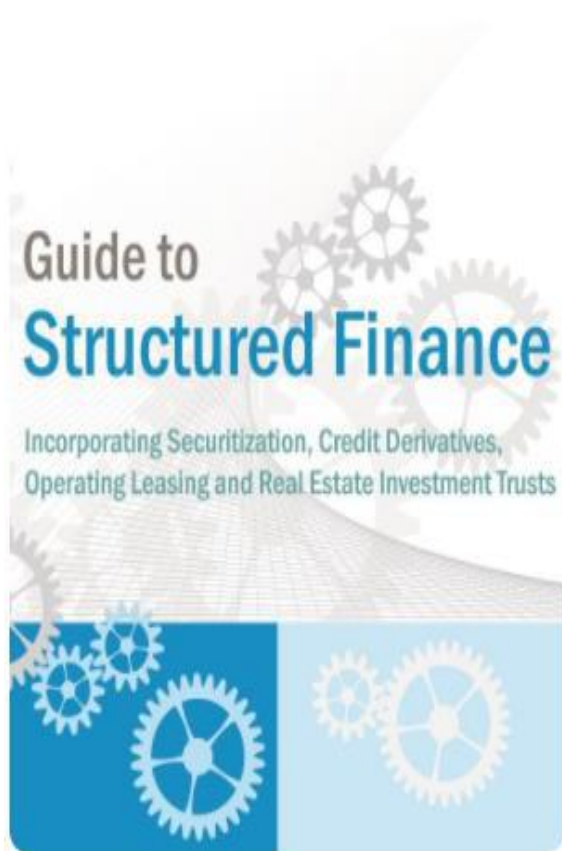
- We have been engaged by SREI as lead consultant in an attempt to issue India's first ever covered bond issuance.
- Mr. Kothari is an internationally recognised trainer in securitisation and asset backed financing
- We were engaged as consultants with Asian Development Bank for carrying out "Study of Covered Bonds in India"
- We were engaged by Climate Bond Initiative to provide research paper in Green Securitisation in India
- We were part of Working Group formulated by NHB, for bringing in covered bonds regulations and development of secondary mortgage market in India
- We were engaged as consultants by SMF Indonesia for their maiden issue of covered bonds and for structuring securitization transaction in Indonesia.



- Vinod Kothari Consultants has been awarded a prestigious IFC contract for preparation and dissemination of a tool kit for housing finance.
- We were hired by the Govt of Jordan body National Company for Development of Housing for developing a model for extending finance for affordable housing, and refinancing the same using capital market funding. We developed a comprehensive report, and a highly innovative model for government-participation in affordable housing.
- Mr. Kothari is an accomplished trainer on structured finance and offers about 20 training courses every year on credit risk, securitisation and credit derivatives all over the World.



Consulting assignments on derivatives, structured finance, derivatives valuation, etc:



We have advised leading financial institution on interesting structured credit products

- We have trained executives all over the world on credit derivative and structured credit trading.
- We have been closely affiliated to securitisation, credit derivatives is another area of our expertise.
- Mr. Kothari also offers training on credit derivatives.



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# Workshops and Trainings

- Vinod Kothari Consultants is a leading provider of training workshops on advanced financial subjects, world over. With experience of over 25 years in trainings, we have an impeccable reputation in producing and delivering effective trainings.
- The topics that we regularly cover include structured finance, securitization, credit derivatives, asset backed financing, covered bonds, leasing & hire-purchase, banking regulations, Basel III, credit risk management, housing finance, accounting for financial instruments, alternative investment funds, etc.
- [A list of our popular courses can be viewed here.](#)
- [A list of our past and upcoming summits and conferences can be viewed here.](#)



# PROFILE OF OUR ASSOCIATES

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# Vinod Kothari

## Qualification: Associate Company Secretary, Associate Chartered Accountant

### Author of Books:

- Securitisation, Asset Reconstruction and Enforcement of Security Interests, 2016
- Guide to Housing Finance, 2<sup>nd</sup> Edition, 2016
- Law relating to Insolvency and Bankruptcy Code, 2016
- Guide to Independent Directors, 2015
- Guide to Structured Finance, 2014
- Understanding Companies Act, 2013
- Taxation of Lease Transactions in India, 2013
- Editor of Companies Act and Corporate Laws, by Lexis Nexis
- Lease Financing and Hire Purchase, 4<sup>th</sup> Edition
- Securitisation: The Financial Instrument of the Future
- Credit Derivatives and Structured Credit Trading
- Introduction to Securitization (co-author)
- Handbook of Finance (author of three chapters)
- Chief Editor of Guide to Companies Act, 1956, A. Ramaiya, 18th Edition
- Corporate Board, Committees and Policies under Companies Act

### Position Held

- Chief Executive Officer, Vinod Kothari Consultants P. Ltd.
- Member, Company Law, Corporate Affairs Council of ASSOCHAM
- Director of Indian Securitisation Foundation
- Director of Association of Leasing and Financial Services Cos
- Former Chairman of the Institute of Company Secretaries of India, EIRC
- Executive Director of the Asian Securitisation Forum
- Independent director in several listed public companies

### Lecturing

- Regular speaker at professional institutes and workshop
- Visiting faculty at Indian Institute of Management, Joka, Calcutta
- Visiting faculty at the National University of Juridical Sciences

**Detailed profile can be viewed at:**

[www.vinodkothari.com/profile/](http://www.vinodkothari.com/profile/)

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## Vinita Nair

### Qualification: Associate Company Secretary, MS (Finance)

#### Author of Books:

- Your queries on Companies Act, 2013
- Contributor to the book - Understanding Companies Act, 2013
- The Companies (Amendment) Bill, 2017 – A comprehensive analysis

#### Lecturing

- Lectured in ICSI at various occasions

#### Articles and Publications

- Amendment in Maharashtra Stamp law makes FIs incriminate themselves – Published in [www.moneylife.com](http://www.moneylife.com) .
- RBI Guidelines on Private Placement of Debentures by NBFCs - Co-authored with Ms. Nidhi Ladha. Published in [indiacorplaw.blogspot.in](http://indiacorplaw.blogspot.in) .
- New debenture redemption reserve provisions: Will they promote or demote the bond market? – Co-authored with Ms. Nidhi Ladha. Published in [www.moneylife.com](http://www.moneylife.com) .
- Infrastructure Debt Funds to accelerate the growth of infrastructure sector. – Co-authored with Ms. Nidhi Jain. Published in [www.moneylife.com](http://www.moneylife.com) .

#### Position Held

- Associate of Vinod Kothari Consultants Pvt. Ltd.

#### Area of expertise:

- Advisory and consultancy in the area of NBFCs, Housing Finance and Leasing
- Providing opinions and advisory in matters connected to Company Law, SEBI and related Corporate Law

#### Detailed profile can be viewed at:

<http://vinodkothari.com/vinita-nair-profile/>



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# Abhirup Ghosh

## Qualification: Company Secretary

### Author of Books:

- GST on Financial Services
- Contributor to the book Your queries on Companies Act, 2013
- Contributor – Guide to Startups
- Contributor to the book - Guide to Structured Finance, 2014
- Contributor to the book - Understanding Companies Act, 2013
- Contributor to the book - Corporate Board, Committees and Policies under Companies Act

### Lecturing

- Lectured at the Institute of Company Secretaries of India on several topics relating to NBFCs, Corporate Laws etc.
- Lectured at various other professional organisations on NBFCs and corporate laws

### Position Held

- Assistant Vice President, Vinod Kothari Consultants P. Ltd.

### Major Consulting Experience:

- Was associated with the assignment, “Study of Covered Bonds in India” engaged by Asian Development Bank
- Was associated with the assignment, “Evaluation of Leasing in India” engaged by the International Finance Corporation

### Articles and publication:

- Authored several articles published in various domestic journals
- Author of the article, “Leasing in Indonesia”, published as Asset Finance International

Detailed profile can be viewed at:

<http://vinodkothari.com/abhirup-ghosh-profile/>

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# Vijaylakshmi Agarwal

## Qualification: Chartered Accountant in Practice

### Articles and Publication:

- Co-authored research reports on ARCs
- Article discussing accounting aspects of Covered Bonds
- Updates on securitisation
- Articles on taxation

### Major Consulting Experience:

- Was associated with the assignment, “Evaluation of Leasing in India” engaged by the International Finance Corporation

### Position Held

- Senior Consultant & Controller, Vinod Kothari Consultants P. Ltd.

### Area of expertise:

- Statutory audit, Internal Audit, Tax Audit, Vat Audit
- Limited Review
- Accounts
- Valuation
- Taxation – direct and indirect
- Lease deal evaluation
- Corporate law advisory

### Detailed profile can be viewed at:

<http://vinodkothari.com/vijaylakshmi-agrawal-profile/>



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## Anita Baid

### Qualification: Company Secretary, B.Com (H)

#### Articles and Publication:

- Inclusion of assets taken on lease in the liquidation estate of the lessee
- RBI's IT framework for NBFCs lacks clarity- published in moneylife
- Corporate Governance by HFC- Clarifications from NHB
- Legal Implications of Business Transfer Agreement- published in ipleaders
- Overview of regulatory framework of payment and settlement systems in India
- "Should we get an MFI license?" co-authored with Vishes Kothari
- CKYC Registry: Uploading of KYC data

#### Areas of interest:

- Advisory and consultancy in the area of corporate laws, NBFCs and HFCs regulations, drafting legal documents/agreements.

#### Position held:

Senior Manager, Vinod Kothari Consultants P. Ltd.

#### Awards and Recognition:

- 1st best participant in EDP Training Course and MSOP Training Course conducted by ICSI-EIRC

#### Detailed profile can be viewed at:

<http://vinodkothari.com/anita-baid-profile/>



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## Richa Saraf

### Qualification: B.A. LL.B.

#### Articles and Paper Presentations:

- Article titled “Inapplicability of Limitation Act to Insolvency and Bankruptcy Code?” published by Livelaw.
- Article titled “Democracy and a Prisoner’s Right to Vote” published by Alexis Centre for Human Rights, Preshti Society.
- Presented a Paper on “Stakeholders and Corporate Social Responsibility” at the National Seminar on Company Law held at NUALS, Kochi.
- Presented a Paper on “FMCG & Vulnerable Rural Consumers” at the National Seminar on ‘Rural Consumers and The Market – Issues and Challenges’ organized by and held at NUSRL, Ranchi in association with Centre for Consumer Studies, Indian Institute of Public Administration, New Delhi.
- Presented a Paper on “Gender Mainstreaming- Bridging the Gap Between The Two Sexes” at the National Seminar on ‘Gender Issues In India: Sensitisation, Reflection And Solutions’ organized by and held at the Centre for Advanced Studies in Human Rights, RGNUL, Patiala in collaboration with the National Human Rights Commission, New Delhi.

#### Areas of interest:

- General Corporate, Intellectual Property Rights, Alternate Dispute Resolution and Drafting.

#### Position held:

- Legal Advisor, Vinod Kothari Consultants P. Ltd.

#### Awards and Recognition:

As a successful law graduate, she has actively participated in various moot court competitions due to which she has extensively honed her research and public speaking skills. She has also held various position of responsibilities- she was a Contributor to SuperLawyer.in, Member of BILS National Social Service Society, Research Associate at Alexis Centre for Human Rights, Preshti Society and has also served as Student Representative in StudentatLaw.in.

#### Detailed profile can be viewed at:

[http://vinodkothari.com/profile\\_team/](http://vinodkothari.com/profile_team/)



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## Kirti Sharma

**Qualification: Company Secretary, M.Com, B.Com(H)**

### **Articles and Paper Presentations:**

- Updates on securitisation & Asset Finance Industry
- Regulations for Pre-paid Payment Instruments in India
- Comparative Analysis of Amendments to REITs and InvITs regulations.

### **Past Experience:**

4+ years of experience as an Executive Officer with PHD Chamber of Commerce and Industry, New Delhi

### **Position held:**

- Manager (Financial Training Division), Vinod Kothari Consultants P. Ltd.

### **Awards and Recognition:**

- Achieved 1st Rank in the 14th All India Students Essay Writing Competition – 2014 organized by the WIRC-ICSI on “Companies Act 2013- Opportunities & Challenges”.

**Detailed profile can be viewed at:**

[http://vinodkothari.com/profile\\_team/](http://vinodkothari.com/profile_team/)

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## Yutika Lohia

### Qualification: Associate Company Secretary, B.Com(H)

#### Articles and Publication:

- Indirect Taxes- Budget Booklet 2018
- Money market instrument

#### Major Consulting Experience:

- Tax Advisory on Financial Services
- NBFC Statutory Compliance

#### Position Held:

Assistant Controller, Vinod Kothari Consultants Pvt Ltd

#### Area of expertise:

- C&AG Audit
- Statutory audit
- Internal Audit
- Tax Audit
- Vat Audit
- Accounts
- Taxation – direct and indirect

#### Detailed profile can be viewed at:

[http://vinodkothari.com/profile\\_team/](http://vinodkothari.com/profile_team/)



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## Dheeraj Kumar Sharma

### Qualification: Associate Company Secretary, B.Com(H)

#### Articles and Publication:

- RBI Consolidates Scattered CIC Directions at One Place-Directions 2016;
- Account Aggregator: A type of NBFC without any financial assets;
- RBI revisits FEMA (Deposit) Regulations;
- RBI relaxes registration norms for NBFCs;

#### Major Consulting Experience:

- Due Diligence of NBFCs, HFCs
- Advisory on Financial Services
- NBFC Statutory Compliance

#### Position Held:

- Associate at Vinod Kothari & Company

#### Area of expertise:

- Corporate Laws;
- Depository Participant Audits as per NSDL/CDSL guidelines
- Company Secretarial matters;
- SEBI Rules, Regulations and Guidelines
- Involved in conducting of secretarial audit under the provisions of Companies Act, 2013

Detailed profile can be viewed at:

<http://vinodkothari.com/dheeraj-sharma-profile/>

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## Rahul Maharshi

### Qualification: Associate Company Secretary, B.Com(H)

#### Articles and Publication:

- Comprehending Other Comprehensive Income (OCI) from an NBFCs Perspective: Financial income to include items of OCI?
- Ind AS- An Overview
- Analysis of power of NCLT to grant dispensation from the Meeting of shareholders
- Minority Squeeze Out: A strong new provision under section 236 of the Companies Act, 2013

#### Major Consulting Experience:

- Tax Advisory on Financial Services
- Consultancy on treatment of financial instruments as per Ind AS
- Ind AS Implementation compliances

#### Position Held:

- Assistant Manager, Vinod Kothari Consultants P. Ltd

#### Area of interest:

- Goods and Service Tax (GST)
- Indian Accounting Standards
- Statutory audit
- Internal Audit
- Tax Audit
- Accounts
- Taxation – direct and indirect

Detailed profile can be viewed at:

[http://vinodkothari.com/profile\\_team/](http://vinodkothari.com/profile_team/)

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# Profile of other team members & our websites

- Profile of other team members can be viewed at:  
[http://vinodkothari.com/profile\\_team/](http://vinodkothari.com/profile_team/)
- We maintain a website, which contains detailed resources on various topics of finance and corporate laws:  
[www.vinodkothari.com](http://www.vinodkothari.com)



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# Associates

We work with plenty of other financial experts from all over the world who are networked with us due to the years of presence that we have in this market.

In addition, Vinod Kothari is in to financial academics and is well known internationally and may get the best faculty based on your training needs.



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# Contact Us

## **Kolkata Office:**

Krishna, Room No 1006-1009  
224 AJC Bose Road  
Kolkata-700 017 (India)  
Phone 91-33-22817715/ 22811276/ 22813742  
Fax 91-33-22811276

## **Mumbai office:**

403 - 406, 175, Shreyas Chambers  
D.N. Road, Fort  
Mumbai -400001  
Phone: +91 22 22614021/30447498

## **Delhi Office:**

A-11, Hauz Khas,  
Opp, Vatika Medicare  
New Delhi – 110016,  
Ph – 011 65515340/41315340

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Mail to: [vinod@vinodkothari.com](mailto:vinod@vinodkothari.com)

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